

Message Text

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PAGE 01 NAHA 00411 130845Z

12

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W

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P 130730Z AUG 75

FM AMCONSUL NAHA

TO USDOC WASHDC UNN

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AMEMBASSY TOKYO

UNCLAS NAHA 411

E.O. 11652 N/A

TAGS: BEXP JA BFOL

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 588/03/P003

2. 081275

3. G. FURNESS

4. 588 JAPAN

5. ID

6A. REPLY TO--

6B. MR. YOSHIKI KAWAKAMI, MANAGING DIRECTOR

6C. RYUSHO COMPANY, LTD. 2-5-5 MATSUYAMA, NAHA CITY (900)

OKINAWA, JAPAN

7. CABLE: RYUSHO NAHA OKINAWA TEL: 0988 68 4463

PAGE 2 RHAIBQA3840 UNCLAS

8. FIN. REF. BANK OF THE RYUKYUS, CPO BOX 310, NAHA, OKINAWA,
JAPAN

9. 101

112

10. DESCRIPTION.

3432051-0000 LAWN HOSE NOZZLES AND LAWN SPRINKLERS.

FOR USE IN OWN BUILDINGS AND FOR DISTRIBUTION.

BUYER IS SUBSIDIARY OF THE BANK OF THE RYUKYUS, THE LARGEST

COMMERCIAL BANK IN OKINAWA. THE FIRM IS INVOLVED IN REAL

ESTATE DEVELOPMENT, CONSTRUCTION AND ARCHITECTURAL

DESIGN, BUILDING MANAGEMENT AND MAINTENANCE ETC. IT

ALREADY IMPORTS AND DISTRIBUTES FLOOR TILES, WALLPAPER,

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PAGE 02 NAHA 00411 130845Z

AND BATHROOM AND KITCHEN PLUMBING FACILITIES. IT WAS

FOUNDED EARLY THIS YEAR WITH A CAPITALIZATION OF \$600,000
AND IS WORKING TOWARD TOTAL ANNUAL SALES OF \$2 MILLION.
FIRM HAS 40 EMPLOYEES; MANAGING DIRECTOR IS ILLINOIS UNIVER-
SITY GRADUATE. THUS FAR ALL ITS MATERIALS ARE "IMPORTED"
FROM MAINLAND JAPAN, AND IT WOULD LIKE TO SET UP RELATIONS
WITH AMERICAN EXPORTERS. FIRM WISHES RECEIVE BROCHURES,
SAMPLES, AND PRICE QUOTATIONS ASAP; IT IS NOT CERTAIN NOW

PAGE 3 RHAIBQA3840 UNCLAS

HOW MUCH IT WILL WANT TO IMPORT. AMERICAN FIRMS FIND OKINAWA A
WORTHWHILE MARKETING AREA BECAUSE OF LONG EXPERIENCE OF
LOCAL BUSINESSMEN IN DEALING WITH AMERICAN FIRMS. LOCAL
IMPORTERS ARE ALSO WORKING TO EXPAND THEIR COVERAGE TO
OTHER PARTS OF JAPAN AS WELL AS OKINAWA.

SYLVESTER

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